

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 XMB-07 TRSE-00 OPIC-12

CIAE-00 INR-10 NSAE-00 RSC-01 RSR-01 /068 W

----- 127284

R 191100Z JUL 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 4839

INFO AMEMBASSY VIENNA

UNCLAS WARSAW 3515

E.O. 11652: N/A

TAGS: ETRD, ESTC, PL

SUBJECT: POLISH INTEREST IN PURCHASING USED PLANTS

REF: (A) WARSAW 3019; (B) STATE 122636; (C) STATE 125993

(NOTAL)

VIENNA FOR EWTC

PASS TO COMMERCE/BEWT

1. EMBASSY HAS INFORMED POLIMEX-CEKOP, POLISH FOREIGN TRADE ENTERPRISE RESPONSIBLE FOR PURCHASES OF COMPLETE PLANTS, OF EXIM POSITION REGARDING POSSIBLE FINANCING OF SALES OF USED PLANTS, IN ACCORDANCE WITH REF B. POLIMEX-CEKOP (P-C) OFFICIALS SAID THIS INFORMATION WAS FULLY SATISFACTORY.

2. P-C OFFICIALS NOTED THAT ORIGINAL INQUIRY STEMMED FROM OFFERS RECEIVED FROM U.S. FIRM FOR SALE OF SEVERAL USED CHEMICAL PLANTS. OFFERS CURRENTLY WERE UNDER CONSIDERATION AND, IF FOUND ACCEPTABLE FROM TECHNICAL STANDPOINT, EXPERTS WOULD BE SENT TO U.S. TO INSPECT THE PLANTS.

3. REGARDING QUESTION FROM COMMERCE (REF C) CONCERNING MARKET FOR USED EQUIPMENT, P-C DEPUTY DIRECTOR
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PSZCZOLKOWSKI SAID POLAND WAS PREPARED TO CONSIDER SUCH

OFFERS, PROVIDED TECHNOLOGICAL LEVEL AND PRICE WERE ACCEPTABLE. IN RECENT PAST, P-C HAD PURCHASED TWO COMPLETE PLANTS IN THE CHEMICAL FIELD: THE CORFAM PLANT FROM DUPONT IN THE U.S., AND THE SECOND FROM AN UNSPECIFIED WESTERN EUROPEAN SOURCE. PSZCZOLKOWSKI COULD NOT SAY IN WHICH INDUSTRIAL AREAS OTHER SALES POSSIBILITIES MIGHT EXIST.

4. COMMENT: IN VIEW OF POLAND'S OVERALL EFFORTS TO UPGRADE ITS PRODUCTIVE CAPACITY, AND CONCURRENT NEED TO CONSERVE HARD CURRENCY EXPENDITURES, WE BELIEVE POTENTIAL U.S. SUPPLIERS CAN BE TOLD THAT MARKET DOES EXIST HERE IN GENERAL FOR USED PLANT AND EQUIPMENT, PROVIDED TECHNOLOGICAL LEVEL IS ACCEPTABLE.
DAVIES

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NNN

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